



2022 LAAHU Annual Symposium

April 26, 2022 ♦ Pasadena Convention Center



Welcome Back!

- We had great day lined up for everyone
- This was our 1st In-Person Symposium as we start to go live!
- The Exhibit Hall was robust....
- We had a tremendous Keynote Speaker....
- Excellent Breakout Classes....
- And, we want to personally thank all our Sponsors & Exhibitors....



Disruptive Innovation

**Michael
Gorton**



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Members with 30+ Years longevity



FIRST NAME	LAST NAME	YEARS
Tony	Schlossmann	40
Edward	Walden	38
Kenneth	Scopp	37
Robert	Tobin	37
William	Hoefffer	36
Glenn	Davidow	35
Phillip	Grossman	35
Izak	Okon	35
Brian	Sullivan	35
Richard	Manning	34
Jay	Saltzman	34

FIRST NAME	LAST NAME	YEARS
Peter	Friedman	33
Lynn	Fukuhara-Arthurs	33
Bruce	Langdon	33
James	Simonds	33
Peter	Herkey	32
Helene	Lederman	32
Michael	Close	31
Robert	Fisher	31
Richard	Bell	30
John	Nelson	30
Dana	Turner	30

Members with 20+ Years

LONGEVITY

FIRST NAME	LAST NAME	YEARS
Paul	Davis	29
David	Style	29
Harold	Charles	28
Lee	Chester	28
Douglas	Free	28
Peter	Kwan	28
Marc	Maretsky	28
Craig	Barton	27
Alice	Der-Grigorian	27
Lisa	Dahl	26
Keith	Kennedy	26
Dierdre	Kennedy-Simington	26
Tricia	Romp	26
Stephen	Snitchler	25
Robert	Wolf	25

FIRST NAME	LAST NAME	YEARS
Alison	Gordon	24
Leon	Morehead	24
Peggy	Brady	23
Alan	Harris	23
Steven	Holtz	23
Gary	Johnson	23
Kenneth	Berkowitz	22
Ira	Fenster	22
Gregory	Robinson	22
Bruce	Benton	21
Ross	Pendergraft	21
Tiffany	Stiller	21
Christopher	Pontrelli	20
Barry	Sikov	20



2021 NAHU Triple Crown



David Garcia
Joshua Kaufman
Jessica Moratis
John J. Nelson
Ross Pendergraft

Qualifiers must accomplish the following:

1. HUPAC contribution of at least \$12 monthly draft or \$150 annual donation
2. Recruit at least two new members to NAHU
3. Send three unique Operation Shout messages to federal or state legislators



2021 NAHU LPRT

Leading Producers Round Table



MEMBERSHIP LEVEL	NAME	YEARS
Golden Eagle	Kim Barnaby	9
Lifetime & Qualifying – Golden Eagle	Keith P. Blackmer	11
Soaring Eagle	George Geldin, RHU, LUTCF	21
President's Council	Susan S. Han, LUTCF	1
Eagle	Meneleo Largoza	1
Soaring Eagle	Juliet Star Lucero	6
Lifetime & Qualifying – Soaring Eagle	John J. Nelson	22
Lifetime & Qualifying – Soaring Eagle	Jeffrey Papenfus	16
Lifetime & Qualifying – Soaring Eagle	Ross Pendergraft	15
Lifetime & Qualifying – Soaring Eagle	Naama O. Pozniak, CHRS, CIA	16
Souring Eagle – Carrier Mgmt	Brian T. Sullivan, RHU, REBC, FLMI, MHP	2



LAAHU Activities & Accomplishments

- ❖ 2021 Medicare AEP Summit: 9-30-2021
- ❖ 2021 Carrier Panel: 10-21-2021
- ❖ 2021 Turkey Trot & Insurance Awareness Day
 - 11-21-2021 – **Raised \$13,000**
- ❖ 2021 LAAHU Annual Holiday Party: 12-9-2021
 - **Raised \$2,500** for Rodney D Jones Foundation

LAAHU Members went to Sacramento.....



We are back -- live and in person!

Join us in Sacramento and make your voice heard!

- Meet with your legislators
- Hear from industry thought leaders
- Stay up to date on federal and state efforts
- Share ideas with colleagues

A promotional graphic for the Capitol Summit. It features a smartphone in the foreground displaying the event's agenda. The background is a collage of images including the CAHIP logo, a red starburst saying "Sponsors & Exhibitors Wanted!", a photo of the California State Capitol building, and a red arrow pointing to the text "You don't want to miss the line up!".

CAHIP
California Agents & Health Insurance Professionals

We are BACK - LIVE and IN PERSON!
Join us in Sacramento and make your voice heard!

CAPITOL SUMMIT
MAY 9-11, 2022
Kimpton Sawyer Hotel
Sacramento, CA

AGENDA

MONDAY, MAY 9
8:00am - 8:00pm
Board of Directors Meeting

TUESDAY, MAY 10
8:00am - 10:00am
Registration Breakfast, Welcome, Tour
Business Session
Lunch
10:00am - 11:00am
2022 Single-Payer Policy Roundtable
<https://www.caahp.org>
11:00am - 11:30am
Member Tour Hall
11:30am - 12:00pm
Lunch
12:00pm - 1:00pm
General Session: Member 2022
Legislative Policy Forum
1:00pm - 2:00pm
Breakout Session
2:00pm - 3:00pm
Networking Event

WEDNESDAY, MAY 11
8:00am - 12:00pm

Deadline to book hotel room 4/10/2022

You don't want to miss the line up!

- Meet with your Legislators
- Hear from Industry Thought Leaders
- Stay Up to Date on Federal and State Efforts
- Share Ideas with Colleagues



The Joan Bumgarner “Mama LAAHU Award” Of Distinguished Service

Presented to an individual that
has dedicated themselves to
LAAHU and our community,
through a heart for service.

THE AWARD GOES TO



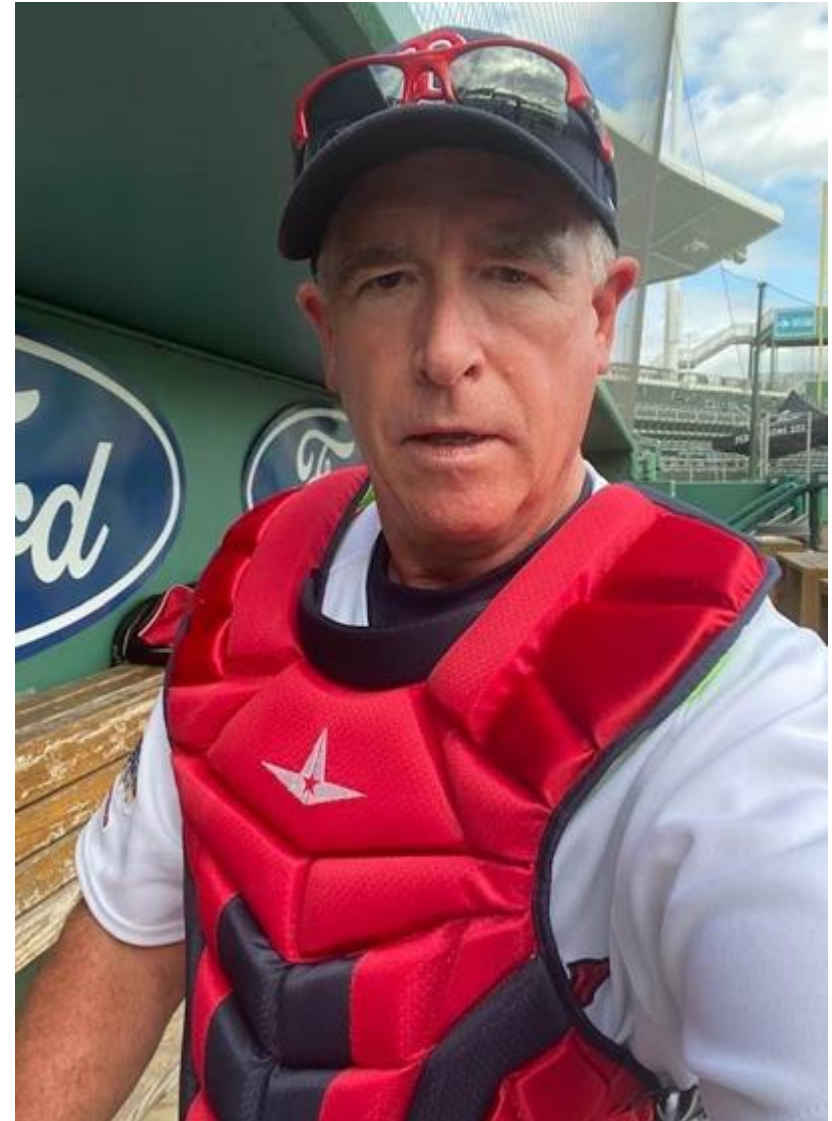
Robert
Donin

Paladin Award

The Paladin is LAAHU's most prestigious award. Each year a six-member Committee comprised of the four most recent Paladin recipients, the Immediate Past President and the President-Elect meet to discuss and select the LAAHU member who best meets the established criteria for this most honored award.

The Criteria The Paladin is the member who most

- Contributed "directly" to the Association
- Provided service or assistance to others within the Association and or industry
- Acted as a leader or coach who challenged others to aspire to a greater goal or understanding
- Provided leadership, coaching or assistance in more than one discipline (education, legislation, marketing, sales, etc.)
- Provided leadership over a period of time indicating a long term commitment



Brian Sullivan



LAAHU *2021-2022* *Board of* *Directors*

First Name	Last Name	Position
Charlotte	McPherson	President
June	Taylor	President Elect
Ross	Pendergraft	Treasurer
Ross	Pendergraft	Secretary
Brian	Sullivan	Past President
Elizabeth	Underhill	Legislative Chair
Josh	Kaufman	Professional Development
Wayne	Guzman	DEI
Randy	Rodriguez	Membership Chair
Stan	Israel	Retention Chair
Naama O.	Pozniak	PAC Chair
Cherrise	Howard	Communications Chair
Andrew	Parr	Awards Chair
		Vanguard Chair
Kerry	Wright	Community Outreach
Ron	Illenberger	Medicare Chair
		Media Relations
Chad	Schneider	Member at Large
Bruce	Benton	Member at Large
Dierdre	Kennedy-Simington	Member at Large



LAAHU 2022-2023 "Candidates" Board of Directors

Position	2022-2023 Nominee
President	June Taylor
President Elect	Joshua Kaufman
Treasurer	Ross Pendergraft
Secretary	Linda Madril
Past President	Charlotte McPherson
Legislative Chair	Elizabeth Underhill
Professional Development	Brad Feldman
DEI	Wayne Guzman
Membership Chair	Randy Rodriguez
Retention Chair	Stan Israel
PAC Chair	Naama O. Pozniak
Communications Chair	Andrew Parr
Awards Chair	Isabel Nunez Casnez
Vanguard Chair	Norman Ference
Community Outreach	Kerry Wright
Medicare Chair	Ron Illenberger
Governance Comm Chair	Bruce Benton